

BELLA TERRA PARTNERS

Investment Criteria & Acquisition Profile



Bella Terra Partners is an active end buyer and strategic real estate operator with 20+ years of commercial real estate experience. We pursue value-add opportunities with operational upside and durable cash flow. Our focus is on transactions with a clear story, whether motivation, relationship, or structural opportunity.

We welcome broker-represented opportunities and value long-term relationships with our brokerage partners. We also work directly with ownership where thoughtful transaction structures can meet seller objectives. In all acquisitions, we act solely as end buyers and investors.

To ensure efficient review, we prioritize opportunities with verified seller engagement rather than broadly circulated online listings. Our objective is to evaluate actionable opportunities with a clear path to closing and potential for creative deal structuring.

BUY BOX: MULTIFAMILY AND MOBILE HOME PARKS

Asset Criteria

- Minimum size: 75 units or pads preferred. Hard minimum of 50
- Asset class: B or B+ preferred. C+ considered only in improving submarkets with a clear repositioning path
- Year Built: 1985 or newer preferred
- Condition: Light-to-moderate value-add including cosmetic upgrades, operational inefficiencies, or under-market rents
- Occupancy: 80 to 90 percent preferred with financeable upside

RV PARK CRITERIA

We evaluate both long-stay workforce housing RV communities and hospitality-oriented destination RV parks.

Long-Stay / Workforce Housing

- Demand driven by local employment and industrial activity
- Stable occupancy with limited seasonal fluctuation
- Infrastructure in place with light-to-moderate value-add potential

Hospitality-Oriented RV Parks

- Destination, resort, or experiential travel focus
- Proximity to tourism, recreation, or lifestyle demand drivers
- Opportunity for revenue expansion through amenities, programming, or operational enhancement
- Existing infrastructure in place with value-add potential

MARKET CRITERIA

- Minimum MSA population of 100,000+ with positive three-year population growth
- Diverse employment base with multiple demand drivers
- Submarkets demonstrating net in-migration or documented tourism growth
- Ability to support professional third-party property management
- Favorable supply-demand dynamics with limited new competing inventory

FINANCIAL CRITERIA

- Minimum in-place NOI of \$200K
- Minimum DSCR of 1.25 at acquisition

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CREATIVE TRANSACTION STRUCTURES CONSIDERED

- Seller financing with 20 to 30 percent carry
- Assumable agency or CMBS debt
- Stock or entity purchases to preserve financing or tax positioning
- Installment sales
- Master lease with option to purchase
- Direct asset acquisitions

WHAT WE DO NOT PURSUE

- Opportunities pulled directly from public listing sites without verified broker or ownership engagement
- Unverified or non-actionable listings

We seek broker-represented and direct-to-owner opportunities where ownership is engaged and motivated. If there is a real opportunity to solve a seller objective while creating value, we want to review it.

Got something that fits? Let's close deals.

Submit deals at: <https://rheacampbell.com/bring-me-deals/>

Email: info@bellaterrapartners.com